The MORTGAGE BANKER

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What They Talked About At The ABA Meeting

Mortgage Problems Came In For Discussion When The Commercial Bankers Met At Atlantic City

THE government and the FHA will make all possible concessions to drafted soldiers. Banking and mortgage banking badly need uniform mortgage and foreclosure laws. An entirely different view must be taken in the future toward principal payments on mortgages. These were the themes of three addresses of special appeal to MBA members given at the American Bankers Association Convention in Atlantic City several days before our own Convention opened.

Stewart McDonald, FHA Administrator, said that in all likelihood loans to conscripted soldiers would be of negligible amount. He went on to say that:

"Legislation has recently been enacted by Congress to protect the interests of those called under the National Guard and Conscription Acts, another legislation, known as the Soldiers and Sailors Civil Relief Bill of 1940, is now pending before Congress. All this legislation is almost identical with the law of the same name passed in 1918.

"That law set up safeguards for the protection of debtors unable to meet their obligations by reason of military service. Under it, legal representation was guaranteed such debtors before the civil courts, and wide channels were marked out by which these courts might relieve debtors from their obligations during the period of their military service. Needless to say, the FHA will follow an administrative policy which will preserve the rights of the lending institutions under the FHA insurance contracts, and at the same time will enable them to extend to those called to military service the protection to which they are rightly entitled.

THIS is a post-convention issue, but convention here doesn't mean MBA Convention entirely. This article contains several excerpts from speeches made at the American Bankers Association Convention which have a particular appeal for mortgage men. The next article treats the Savings Banks Association of New York in the same way. And further along in the issue are some pictures our photographer took at our own Chicago Convention.

"Our regulations, therefore, are being amended so as to carry into effect these expressed wishes of Congress. For example, under our modernization and repair program known as Title I, present regulations require that on a monthly installment note claims must be filed within seven months after default. For borrowers called to military service, however, these new regulations will permit their period of military service in addition.

"In other words, your claims may be filed within seven months plus the period of service without losing your rights under your insurance contracts, or if your claims are filed within the seven months' period, the FHA will not attempt to collect from these borrowers without due regard to the period of their military service.

"Under Title I, small homes program and the home mortgage insurance program under Section 203, present regulations provide a period of one year within which you must institute foreclosure proceedings, but in the new regulations this one-year period is in addition to the period of military service, so that you may, if you so desire, delay the commencement of foreclosure proceedings for a year after default plus the period of service.

"On the other hand, suppose a man is called to military service and during that service and because of the defaults on his mortgage payments, you can then institute proceedings as you would customarily do immediately upon default. However, the court may stay completion of the foreclosure proceedings until three months after the end of the mortgagor's military service. Nevertheless, your insurance rights are protected in that the date of the issuance of debentures should the property be turned over to the FHA will be as of the date upon which fore-

CONVENTION PICTURES ON PAGES 4, 5, 6 AND 8

closure proceedings were commenced by you and your interest payments on the debentures will commence as of that date.

"However, it is my feeling that this question is not so large as at first it might seem. It is estimated that less than 1 percent of the total number of installment contracts in the department store field would be affected by this legislation. Moreover, as I understand the Selective Service Act, the men to be called for military training would rarely come within the groups who are receiving the benefits of the National Housing Act, for mostly they are young men who haven't yet taken upon themselves the responsibility of a home and family and, therefore, are neither buyers of homes under Title II of the National Housing Act nor do they possess homes undergoing repairs under Title I.

Dodge on Mortgages

"As a matter of fact, we have made some preliminary surveys and as far as we can now determine, the percentage of borrowers subject to the conscription law protected by insured loans is indeed very small."

Joseph M. Dodge, of The Detroit Bank, who spoke at our 1939 Convention, warned the delegates against permitting some of the past mistakes in mortgage lending to be repeated. He went on to say that:

"The development of modern residential and housing facilities, has attracted a large share of the attention of the public and of lending institutions, and is being aggressively sponsored and furthered by numerous governmental agencies, as well as by private enterprise. The general lack of activity in commercial loans, coupled with the expanding activity in residential building, has focused attention on this source of loans for bank deposits, and has resulted in severe competition between banks and other lending agencies for this business. The importance of our subject has its foundation in these fundamental conditions.

"The future is complicated by the economic uncertainty of the times, the fact that loans are being made for longer terms than in the past, and the probable results of the extreme stimulation to our economy caused by the armament and defense program.

"Because the improper extension of credit by banks in the 1920's culminated

(Concluded column 3, this page)

in a stock market speculation and collapse, there is a general disposition to look back on the problems of those years as having arisen, almost entirely, from that source. We are all familiar with the restrictive legislation and the controls that have been placed on the securities markets and banks' securities loans to avoid any repetition of the previous conditions. We are likely to forget the bank problems and losses directly related to unsound mortgage lending. Yet, these were just as important and, in some banks, were the major source of difficulty.

"There has been no corresponding restrictive legislation in connection with mortgage loans. Some of the few restrictions that existed in banking laws have been modified. There is no quoted market against which these assets can be valued, day-by-day. The greatest step forward in fundamental protection has been in the general acceptance and adoption of the amortization principle, but the protection of monthly payment on mortgage loans will have little value in the future unless an entirely different attitude is taken toward principal payment than in the past.

"The loans made in earlier days had partial payment requirements written into the mortgage contract which were not collected when they should have been and could have been. That can be repeated. We also found that liquidating values are not as good as appraised values. That can be forgotten, particularly in connection with the current policies of larger loans to the appraised value.

Warns Against Speculation

"The need for earning assets, competition for loans, the need for modern residential construction, the nation-wide efforts to answer these problems, the longer term of the loans, and the passage of time may encourage banks to duplicate some of their earlier mistakes.

"If we permit the bank depositors' funds to be used, through the mortgage loan account, to create and expand a speculative real estate cycle and to create unreal values and, if we do not fully protect the bank and, in protecting it, make sure the borrower will always be able to save his equity and his property, we are meeting neither responsibility."

Regarding mortgage and foreclosure laws, the ABA committee urged that efforts along these lines be intensified, but no specific action was taken.

BRIEF MENTION

Earnings on investments of life insurance companies last year were around $400,000,000 less than they would have been had the average interest return for the ten years prior to the depression prevailed. Net return last year was about 3.8 percent. During the ten years prior to 1930 the return was 5.2 percent.

* * * *

Here are some figures you can put your finger on to partially explain urban decentralization: It costs a wage earner about 22 percent above the average in living costs in American cities to live in New York City. Other cities above the average are Newark, 16.8 percent; Chicago, 16.2 percent; Detroit, 14.7 percent; Cleveland, 11 percent, and San Francisco, 10.1 percent. Among cities with living costs below the average are: Des Moines, 13.1 percent; New Orleans, 12 percent; Lynn, Mass., 7.7 percent; Erie, Pa., 7.7 percent, and Manchester, N. H., 7.4 percent.

* * * *

Dr. R. G. Cowan, marketing expert, sums up the outlook for building as simply as anyone has: "The number of urban families now exceeds the number of urban dwellings available to them. This situation should result in a major residential building expansion."

* * * *

No wonder business men are burdened with red tape—the construction industry now has to supply regular reports to 12 government agencies. Twenty-one agencies collect them from farmers, 8 from bituminous coal mines, 11 from railroads, 8 from communication companies, 14 from water-borne transport companies, 19 from food processors, 12 from textile mills, 17 from banks, 9 from retail chain stores and 17 from independent retail stores.

* * * *

Twenty-six percent of all taxes imposed by federal, state and local governments are paid by persons with incomes of less than $1,000 per year.

* * * *

The grand total of new and modernized building for this year is now set at around $4,715,000,000, including civil engineering projects and farm buildings. Total new residential building is estimated at around $2,170,000,000. Building this year, speaking generally, will be about 5 percent above that of 1939, say the statisticians.

What They Talked About At Savings Bankers Meeting

Decentralization In Cities Was Prominent Subject As It Was At The MBA Convention This Year

> ***THE two most significant facts for mortgage lenders in the trek of the urban dwellers to homes outside the city limits is the establishment of branch merchandising concerns in outlying areas and the growth of supermarkets with adequate parking facilities. So declared Dr. Ernest M. Fisher, who adds that to determine the terms of a mortgage and the rate at which it is amortized, the intensity and rapidity with which these forces operate in different areas must be taken into account.***

THE advisability of more new limited-dividend housing projects for our urban centers, the effects of the forces of decentralization at work in our cities and the advisability of doing everything possible in helping the national government in its defense efforts were the themes of several addresses given before the convention of the Savings Banks Association of New York which was in session at Lake Placid at the same time as the MBA 27th annual Convention in Chicago.

Henry Bruere, president of the Bowery Savings Bank of New York, urged delegates to do everything within their power to help the federal government in its efforts to insure the complete and speedy success of the defense effort. He said:

"It is now evident that savings banks have fully entered into active participation in building and operating important parts of the national economic equipment. We have assumed an active as opposed to a passive role.

"The day should come when large investors in government securities will take a constructive interest in the national budget. It would be beneficial both to the government and to the investor in government securities if otherwise disinterested investors in government bonds should have a worth-while opinion on the wisdom of government expenditures by which deficits are created.

"In the field of real estate financing, savings banks, more extensively than ever before, have taken an active rather than a passive part in creating new productive investments. Now, more than ever before, savings banks and their collectively owned mortgage company, the Institutional Securities Corp., are actively helping to create new facilities.

"Under powers lately given us in New York by the State legislature we are considering going further in providing housing facilities. At present, in New York City, there is under consideration by certain savings banks and several life insurance companies, in conjunction with State and city officials, a large limited dividend housing development. If this program is found feasible it will be a precedent in cooperation between public agencies including the supervisory authorities and savings banks, for which the Association's housing committee will deserve much credit. Through our rich experience in the management of many types of real estate, we are quite prepared to handle the responsibility of managing a housing enterprise.

"Two things we have found essential in this new phase. One is a willing and intelligent co-operation with each other. The other is an increasing co-operation with the representatives and purposes of government agencies. The policy of savings banks represents a wholesome tendency in American life. Important as is individual initiative and as much as we cherish it, it is no longer possible for important economic units to operate independently of each other and to disregard the facilities and proper controls, which Government provides and must exercise in the public interest.

"Finally, let us cultivate that art of working successfully with Government—making our contribution of wisdom and experience in helping to shape those parts of government activity that intimately concern us and in which we can be helpful. In America there should be no division between the Government and the people. As we expect to serve America so do we expect to serve those institutions and enterprises which are essential to America."

MBA members attending the 27th annual Convention will well remember what Harland Bartholomew, city planning expert, had to say about the effects of urban decentralization. Dr. Ernest M. Fisher of the ABA had this to say on the same subject:

"Institutional lenders must relate the forces operating toward decentralization and redistribution in metropolitan and urban areas directly to their mortgage lending and real estate sales.

"There has undoubtedly been a trend toward urban decentralization that was especially striking during the first part of this decade. The form which it took at first was a flight from the city. Urban population diminished while non-urban increased. There was a movement back to the farm and small villages. There has also been some migration of industry to smaller communities and more especially to the peripheral area of the urban community.

"The second form of decentraliziation is within the structure of the metropolitan areas or urban communities as a whole and consists of a redistribution of population, industry, and commercial enterprises from the more central to the more outlying areas. This aspect of decentralization is much more important and probably more permanent than the first. It is, therefore, of much greater significance to the mortgage holder.

"This movement really got under way during the decade of the '20s and was temporarily arrested during the early part of the '30s while significant phases of the movement were being elaborated, and is now under full swing.

"Residentially, this movement is moving population in our urban areas more and more to the periphery and distributing it in the outlying areas of the city or beyond the city or beyond the city limits. It is facilitated by super high-

(Concluded on page 7)

Association ACTIVITIES

★ NEWS OF WHAT'S HAPPENING AMONG MBA MEMBERS AND OUR LOCAL ASSOCIATIONS

The Chicago Convention

By **GEORGE H. PATTERSON**

MBA's 27th annual Convention again rang the bell in representative attendance and a worthwhile general sessions program—as MBA conventions in Chicago always do. This year, however, there was the added attraction of the Clinic sessions in the afternoons which proved to be one of the most appreciated activities the Association has ever provided for its members.

As for size, it was the second largest MBA Convention, but consideration must be given to the fact that attendance this year as well as last was limited to the membership and a few specially invited guests. The final attendance figure was 1101. This compares with the last five years:

Detroit, 1939	808
Chicago, 1938	1217
Cleveland, 1937	735
Memphis, 1936	595
French Lick, 1935	455

The Clinic meetings were all that had been hoped for them. They were well attended, groups were small enough for a frank intimate discussion of the subjects at hand and members generally seemed to agree that through this medium a profitable exchange of mortgage ideas could best go forward.

Naturally the individual subjects had something to do with determining the size of each Clinic, but every one was a success, the discussion leaders reported. For many of them, months of study and elaborate preparations had been made.

As well as the Association's officers can judge, the Clinic idea seems to have taken permanent hold of members' interest. If it's liked there should be more of it—which is just exactly what is planned. *(See editorial page 7 for further announcement.)*

It hardly seems necessary to go through the formality of expressing publicly here the thanks of the national Association to the Chicago Mortgage Bankers Association on their successful efforts. They planned and executed a splendid Convention—but, then, they have done it before and it is rather expected of this highly-organized, efficiently and capably operated local mortgage group. Members from outside Chicago do not have to ask why practically all of the important mortgage interests are represented in CMBA—the truth is that none feels he can afford not to be represented in such a group that definitely makes such a constructive contribution to mortgage banking.

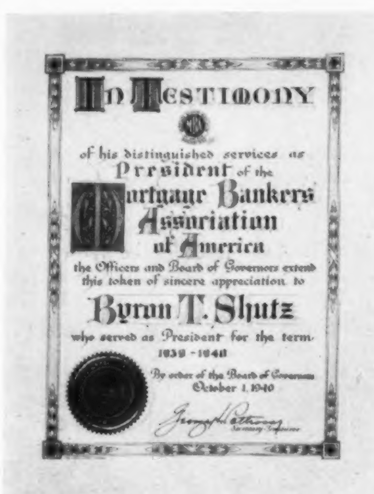
CMBA does deserve a special vote of thanks this year because, after entertaining the national in 1934 and 1938, they went right ahead this year and did the same splendid repeat performance. Ferd Kramer, CMBA president and general convention chairman, and Walter L. Cohrs, George H. Dovenmuehle, and Byron V. Kanaley, co-chairmen, have our particular thanks. Also, we would not overlook their capable Executive Secretary, Mrs. Marguerite Moyer. And that goes, too, for the various committees including the entertainment group headed by Byron V. Kanaley, the one on exhibits headed by H. C. Eigelberner, the one on finance headed by H. R. Goodwillie, and one on golf headed by Harry A. Fischer, the one on publicity headed by Hugh Riddle, the one on reception headed by Bester P. Price, the one on registration headed by L. D. McKendry, the one on transportation headed by Earle Vincent Johnson and, above all others the one on ladies' entertainment headed by Mrs. Hugh Riddle. Mrs. Riddle, with Mrs. Ferd Kramer and Mrs. H. R. Goodwillie, left nothing undone to make the Convention visit of the ladies something not to be forgotten soon.

Again, CMBA, thanks for the party.

MBA PRESIDENTS AT THE CHICAGO CONVENTION: Left to right, sitting: Sylvanus B. Nye, Buffalo, 1932-33; Hiram S. Cody, Winston-Salem, N. C., 1931-32; E. D. Schumacher, Memphis, 1926-28; E. E. Murrey, Nashville, 1928-29 and W. Walter Williams, Seattle, 1933-34. Standing, left to right: Byron T. Shutz, Kansas City, 1939-40; Owen M. Murray, Dallas, 1934-35; A. D. Fraser, Cleveland, 1937-38; James W. Collins, Salt Lake City, 1936-37; L. A. McLean, Louisville, 1935-36; S. M. Waters, Minneapolis, 1938-39; and Dean R. Hill, Buffalo, 1940-41. Of the 12 living past presidents active in association affairs, only A. A. Zinn of Indianapolis is missing. He attended the Convention but could not be present when this photograph was taken.

AROUND THE CONVENTION

Here are some informal Convention scenes as our photographer saw them: Top, left, opening morning: Mayor Kelly of Chicago, The Rt. Rev. Edwin J. Randall and Ferd Kramer, CMBA president, listening to announcement by Past President Byron T. Shutz. Top right: R. O. Deming, Jr., board member from Oswego, Kan., chats with Hugh Riddle (center), CMBA publicity chairman and George H. Patterson, MBA Secretary and Treasurer. Lower left: Hiram S. Cody, Winston-Salem, N. C., past president and C. W. Mead, Omaha board member at the Governors' dinner. Lower right: Past Presidents (sitting, left to right) Sylvanus B. Nye, L. A. McLean and A. A. Zinn. Standing, Byron T. Shutz.



In Testimony

of his distinguished services as
President of the
Mortgage Bankers Association of America
the Officers and Board of Governors extend this token of sincere appreciation to
Byron T. Shutz
who served as President for the term 1939 - 1940
By order of the Board of Governors October 1, 1940

AND ON THE AIR

Testimonial certificates like the one shown at left were given to all active MBA past presidents at the banquet. Another MBA activity which members will be interested in hearing about was the radio broadcast over Chicago station WLS Monday night, September 30. Byron T. Shutz and S. M. Waters went on the air from 6:45 to 7:00 p.m. in an "across-the-table" discussion of "What Is Happening in the Farm Mortgage Field". It was a prelude to the meeting held the following Saturday after the Convention close and concerned with the same subject.

A verbatim transcript of this broadcast is now on the press and will be ready for distribution soon.

MBA's Five New Vice Presidents

THIS year, for the first time, MBA will have four regional vice presidents who will have general supervision over Association activities in their sections of the country. At the annual business session October 4th, at which Dean R. Hill of Buffalo was elected president and Frederick P. Champ of Logan, Utah, was elected vice president for the coming year, Reade M. Ireland, president, MacMaster, Ireland & Co., Portland, Oregon; Allyn R. Cline, president, Cline Mortgage and Trust Company, Houston, Texas; Charles A. Mullenix, president, The Cuyahoga Estates Company, Cleveland, Ohio; and Guy T. O. Hollyday of Randall H. Hagner & Company, Baltimore, Maryland, were selected for these posts.

Frederick S. Duhring, loan manager of Mason-McDuffie Company, Inc., Berkeley, California, was elected to the Association's Board of Governors, for a term ending in 1944. Other members of the Board of Governors whose terms ended in 1940 and who were re-elected were J. C. Barta, vice president, Barta & Rohleder, Inc., St. Paul, Minnesota; Byron V. Kanaley, president, Cooper, Kanaley & Co., Chicago; C. W. Kistler, president, The C. W. Kistler Company, Miami, Florida; Roy S. Johnson, president, Federal Land Bank, Wichita, Kansas, and Mr. Mullenix and Mr. Holliday.

MBA's new Vice President has long been active in Association affairs. He was elected to the Board of Governors in 1935, is a native of Utah and was educated in the public schools there and at Harvard. He was chief of the Office Service Administration during the World War and later with the Near East Relief in New York. Later he was a member of the Relief Commission in the Near East.

He is a member of the Agricultural Commission of the American Bankers Association and president of the Board of Trustees of the Utah State Agricultural College. He is also a director of the Salt Lake City Branch of the San Francisco Federal Reserve Bank and a member of the district board of the RFC. Mr. Champ has been especially active in farm mortgage matters and took a leading part as a member of the Association's Legislative Committee in defeating the Jones-Wheeler bill.

FREDERICK P. CHAMP

Election to a regional vice presidency is one of many honors conferred on Reade M. Ireland since he first joined the Association in 1921. He was elected to the Board in 1930 and served as Vice President in 1937-38. He has served on numerous MBA committees and for the past year was Chairman of the Constitution and By-Laws Committee.

Mr. Ireland has been engaged in the mortgage business in Portland since 1918. He attended the University of Michigan and was a Captain of Infantry in the World War. In 1938, Mr. Ireland ran for the Republican nomination for candidate from Oregon for the short term in the United States Senate.

As Regional Vice President, Allyn R. Cline will represent the Southwest. He is a native of Houston and began his business career with the Houston Land and Trust Company, remaining with that institution until 1929. He then went to the San Jacinto Trust Company as vice president and still later served as president of the San Jacinto National Bank. In 1934 he organized his own company.

Mr. Cline has served as head of the Trust Section of the Texas Bankers Association and as vice president for Texas of the American Bankers Association. He was elected to the MBA's Board last year and served as a member of the Federal Legislative Committee. Mr. Cline is a past president of the Texas Mortgage Bankers Association.

Mr. Mullenix has been a member of MBA's Board of Governors since 1937. He is a graduate of Wittenberg College and began his business career in the farm machinery manufacturing field. Later he served as assistant superintendent of building of the Cleveland Board of Education. In 1924, he organized The Cuyahoga Estates Company, which he now heads.

He has served as president of the Apartment House Owners Association of Cleveland and as President of the National Association of Apartment House Owners. He was the first president of the Mortgage Bankers Association of Cleveland and was local convention chairman when MBA's annual convention was held in Cleveland in 1937. Mr. Mullenix is a member of the Cleveland Real Estate Board and of the Appraisal Institute of the National Association of Real Estate Boards. He is a member of the governing body of the Ohio Real Estate Association.

Guy T. O. Hollyday has been a member of the Board since 1938. He is a graduate of Johns Hopkins University and served as a First Lieutenant in the cavalry division during the World War. For five years he was sales manager of the Mortgage Guarantee Company and later held a similar position with the Roland Park Company. At one time he served as vice president of the Key Realty Corporation.

Mr. Hollyday is a former President of the Real Estate Board of Baltimore and the Apartment House Owners of Baltimore. He is now a loan correspondent for the New York Life Insurance Company, President of the Fiscal Mortgage Company of Alabama and a director of the Title Guarantee & Trust Company and several other corporations.

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CLINICS IN PRINT

Because so many members expressed disappointment at not being able to attend all of the 24 Clinic sessions at the Chicago Convention, we plan to do the next best thing for them—publish a series of articles based upon material presented at these meetings.

Two of these articles will appear in the next issue.

The subjects covered at the Clinics were those which members themselves, through a questionnaire, declared they wanted to hear discussed. Obviously they are among the most important problems confronting a mortgage man every business day—advertising, how to get more new business, appraisal practices, service costs, construction loans and how to make them, loan practices that pay dividends and FHA procedure.

There are no doubt many members who were particularly interested in every subject covered by the 24 Clinics, yet could only attend three. We plan to bring them, through short concise articles, the highlights of most of the other 21 Clinics. We think, too, that members who attended a certain Clinic will be glad to have the material reviewed again for them. Many will want to retain the articles for future reference.

Unfortunately, all the discussion at each meeting cannot be incorporated because much of it was extemporaneous. It had to be that way because members had expressed the desire to launch a straight-forward open discussion of these problems, without the mental hazard always before them that they were "talking for the record."

Watch for these articles in The Mortgage Banker. We think you'll find them of profitable interest. And as the series proceeds in print, why not send us any additional thoughts you have on the subject. It's just such a medium as this that will make The Mortgage Banker what it ought to be—a year-around open forum of mortgage problems.

WHAT THE SAVINGS BANKERS TALKED ABOUT

(*Continued from page 3*)

ways, rapid commutation facilities, lower tax rates, and lower land prices. It is decreasing the population density at the core.

"From the point of view of commercial properties, this movement has taken at least two specific forms or expressions that are of significance to mortgage lenders. The first is the establishment of branch merchandising concerns in the outlying areas. The second is the establishment of the super market with parking facilities.

"The development of these central markets with available parking conveniences has rendered obsolete or obsolescent a large portion of the commercial locations that were formerly considered prime. The problem of adjusting mortgage lending practices to these developments is one of adjusting realistically the terms of loans on residential and commercial properties.

"To determine the terms of a mortgage and the rate at which it is amortized, the intensity and rapidity with which these forces operate in different areas must be taken into account. The more a location is in the path of these forces the longer its term can be and the less rapid its rate of amortization. The more it lies in the wake of these forces the more rapidly it must be amortized.

"At the same time, I am not convinced that sound mortgages cannot be made in most locations if their terms are perfectly adjusted to the forces operating in those locations."

There is little interest in, or need for, limited dividend housing projects in New York except in New York City, the Association's housing committee reported. Edward A. Richards of the East New York Savings Bank had this to say about them:

"Limited dividend housing projects provide a possible medium for the preservation and the rebuilding of real estate values in urban centers through private initiative and private capital.

"Metropolitan and urban centers are now losing population to outlying areas with new apartment buildings, as the result of outmoded buildings and high tax assessments. Consequently, the older areas with their existing city improvements, public utilities, and transit facilities are being wasted with adverse effects upon existing mortgage investments and community character.

"However, it must be remembered that to invest deliberately in equities in something new to savings banking. We are trustees of other people's money. We cannot take undue risk. We must be certain—if we can be certain—that the principal investment will eventually be returned with interest. Perhaps, for the consideration of involving the good of the community and the good of the bank, we can engage to loan the capital at a comparatively small rate of interest. If we are satisfied to do this, then I think that with certain reservations which I shall mention we can safely invest in the equity of housing companies.

"These reservations, which must be cleared up, include: there must be legal provision for maintaining a predetermined tax appraisal for a definite term of years; there must be a definite understanding with the city division of housing as to the rules and regulations under which such projects may be built and operated; there must be set up fixed conditions under which the banking board will authorize savings banks to undertake this sort of investment.

"A number of projects are being considered and examined, tentative financial set-ups have been prepared, and the various problems considered."

One group in the Association asked that a proposal be studied which would permit savings banks in New York to make mortgage loans up to 80 percent of appraised value in certain cases. No action was taken.

Census Bureau says it has counted 655,201 vacant dwellings in 357 cities of more than 20,000 population. There were nearly 13,750,000 dwellings in these same cities so you can figure average vacancy stands at around 5 percent. Industrial cities showed fewer vacancies than other cities. In them, the Bureau found vacancies less than 1 percent.

STILL AROUND THE CONVENTION: (1) L to R, J. J. F. Steiner, Birmingham; Irvin Jacobs, Chicago; Frederick P. Champ, Logan, Utah; and H. F. Williams, Minneapolis. (2) Stag dinner, right end, Byron T. Shutz chats with Edward Eagle Brown, head of Chicago's First National Bank. (3) George H. Patterson, S. M. Waters, C. A. Zoll, Miller B. Pennell, Roy S. Johnson, R. O. Deming, Jr. and C. A. Mullenix. (4) Roy A. Roberts, Kansas City Star and Byron T. Shutz. (5) Table in foreground, Dean R. Hill and Owen M. Murray. (6) Byron T. Shutz and Dean R. Hill. (7) Claude A. Campbell and Miller B. Pennell. (8) Stag dinner: Byron V. Kanaley, T. J. Carney, president, Sears, Roebuck & Co., Carroll Binder and Ferd Kramer. (9) A. D. Wilson, Ferd Kramer, Walter L. Cohrs and Byron V. Kanaley. (10) A. D. Fraser, Byron T. Shutz and Hugo Porth. (11) S. M. Waters, Allyn R. Cline, Stanley H. Trezevant and Owen M. Murray. (12) L. E. Mahan, Stanley H. Trezevant and Dean R. Hill.

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